

**Econ 337
Spring 2018**

**Agricultural Marketing
Iowa State University**

Class information

- Class meets Tuesday and Thursday 9:30-10:20am in East 119
- Lab meets Tuesday 2:10-4:00pm in Heady 68
- Class website:
<http://www2.econ.iastate.edu/faculty/hart/Classes/econ337/Spring2018/>

Professor

- Lee Schulz, 478D Heady Hall, lschulz@iastate.edu, 294-3356
- Office hours by appointment

Guidelines and rules

- Class attendance is recommended
- Lab attendance is recommended and is very difficult to reschedule

Course objectives

- Understand the use of futures, options, and other tools in marketing and risk management decisions
- Understand the use of cash sales and contracts and the role of basis, storage, and transportation in determining prices
- Know the various sources of agricultural data information and the roles these data play within the commodity markets
- Understand the forces that shape commodity markets and learn about market/price forecasting
- Design an integrated production and marketing plan for farms and agribusinesses

Course reading and resource materials will be available online.

Grading

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| • Two exams | 40% |
| • Homework assignments and quizzes | 30% |
| • Marketing plan project and report | 30% |

Academic Dishonesty

The class will follow Iowa State University's policy on academic dishonesty. Anyone suspected of academic dishonesty will be reported to the [Dean of Students Office](#). The link below will take you to the university's policy.

<http://www.dso.iastate.edu/ja/academic/misconduct.html>

Students with Disabilities

Iowa State University is committed to assuring that all educational activities are free from discrimination and harassment based on disability status. All students requesting accommodations are required to meet with staff in Student Disability Resources (SDR) to establish eligibility. A Student Academic Accommodation Request (SAAR) form will be provided to eligible students. The provision of reasonable accommodations in this course will be arranged after timely delivery of the SAAR form to the instructor. Students are encouraged to deliver completed SAAR forms as early in the semester as possible. SDR, a unit in the Dean of Students Office, is located in room 1076, Student Services Building or online at www.dso.iastate.edu/dr/. Contact SDR by e-mail at disabilityresources@iastate.edu or by phone at 515-294-7220 for additional information.

Code of Ethics for Human Relations

Iowa State University strives to maintain our campus as a place of work and study for faculty, staff, and students that is free of all forms of prohibited discrimination and harassment based upon race, ethnicity, sex (including sexual assault), pregnancy, color, religion, national origin, physical or mental disability, age, marital status, sexual orientation, gender identity, genetic information, or status as a U.S. veteran. Any student who has concerns about such behavior should contact us, [Student Assistance](#) at 515-294-1020, or the [Office of Equal Opportunity and Compliance](#) at 515-294-7612.

Religious Accommodation

If an academic or work requirement conflicts with your religious practices and/or observances, you may request reasonable accommodations. Your request must be in writing and we will review the request. You may also seek assistance from the [Dean of Students Office](#) or the [Office of Equal Opportunity and Compliance](#).

Rights Contact Information

If you think that your rights as a student as identified above have been violated, then email academicissues@iastate.edu.